

Message Text

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FM AMEMBASSY BUCHAREST

TO USDOC WASHDC PRIORITY

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UNCLAS SECTION 1 OF 2 BUCHAREST 3380

FOR BEWT FOR MATHES/OIM FOR COSIMI-THOMAS-RYNO FROM KIRCHSCHLAGER

E.O. 11652: N/A

TAGS: BEXP, RO

SUBJECT: USATECH 74 BUCHAREST - PROGRESS REPORT NO. 2

1. HAVE NOW COMPLETED FIRST WEEK AT POST AND AM BETTER ABLE TO BRING THE MANY FACETS OF THIS PROGRAM INTO FOCUS.

2. STAFF - MY MOST SERIOUS PROBLEM IS THE LACK OF SECRETARIAL HELP. THE FAIR AUTHORITIES HAVE NO ONE THEY CAN PROVIDE UNTIL THE END OF AUGUST. THE EMBASSY HAS BEEN MOST HELPFUL BUT THEY HAVE NO ONE WITH ENGLISH - ROMANIAN CAPABILITIES. WILL INTERVIEW TODAY A DEPENDENT WIFE FOR PART TIME EMPLOYMENT FOR ENGLISH BUT WORK IS NOW PILING UP AND WHAT I NEED IS A FULL-TIME PROFESSIONAL. IT WAS POSSIBLE TO EMPLOY ON A FULL-TIME BASIS UNTIL SEPTEMBER 1, AND THEN ON PART-TIME THEREAFTER CRISTIAN POPESCU WHO DID THE PRINTING PACKAGE TRANSLATIONS, AND WILL ASSIST ME ON CALLS AND OTHER ADMINISTRATIVE MATTERS. DELAY IN THE ARRIVAL OF THE ADMINISTRATIVE ASSISTANT UNTIL AUGUST 20 MAKES IT IMPOSSIBLE TO KEEP UP WITH THE USUAL RECORD-KEEPING AND THAT COMBINED WITH NO SECRETARY WILL BE SELF-EVIDENT IN THE NEXT FEW WEEKS.

3. CONSTRUCTION CONTRACT - MY CABLE OF SEPTEMBER 24 REMAINED UNANSWERED UNTIL RECEIPT OF USDOC 11429 ON AUGUST 2. I IMMEDIATELY UNCLASSIFIED

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CABLED INTERPUBLIC THROUGH AMCONGEN ZAGREB AND INFORMED LOFAS

IN PRAGUE. THERE SHOULD BE NO FURTHER DELAYS ALTHOUGH THERE IS NO ONE HERE TO TYPE OUR CONTRACT, WHICH I FEEL SHOULD BE TIED-IN WITH THE BRNO ARRANGEMENT, BUT SHOULD BE A SEPARATE DOCUMENT, RATHER THAN AN AMENDMENT WHICH WAS THE PROCEDURE IN 1973 AND WHICH RESULTED IN MISINTERPRETATIONS ON THE FINAL SETTLEMENT.

4. FAIR AUTHORITIES - I HAVE HAD ONE CONTACT WITH THE GENERAL MANAGER AND TWO WITH HIS DEPUTY WHO IS PRIMARILY CONCERNED WITH FOREIGN NATIONAL PARTICIPANTS. IT WAS MENTIONED THAT 26 COUNTRIES WILL EXHIBIT OF WHICH 22 WILL HAVE NATIONAL PAVILIONS. WE WILL BE ABLE TO MOVE INTO THE OFFICES AND PAVILION ON SEPTEMBER 23 AFTER WHICH THE CONSTRUCTION CAN START AT ANYTIME.

4. PAVILION M - THE FIRST IMPRESSION MAY NOT ALWAYS BE CORRECT BUT THE LOCATION AND CONDITION OF THE BUILDING IS MOST DISAPPOINTING. THIS COULD BE BECAUSE OF THE SIZE OF OUR EXHIBITION OR A MATTER OF OTHER PRIORITIES, BUT WE ARE AT THE EXTREME REAR OF THE EXHIBITION AREA, AND THERE IS NO WAY TO SEE OUR BUILDING UNTIL WE REACH THE SIDE OF A TALLER INTERVENING STRUCTURE TO THE REAR OF THE CIRCULAR CENTRAL BUILDING. EVEN BUILDINGS CLOSER TO THE ENTRANCE HAVE HAD TO ERECT DIRECTION SIGNS, SO THIS WILL BE ADDITIONALLY IMPORTANT AND EXPENSIVE FOR US. THE FLOORS ARE AN UNEVEN UNFINISHED ROUGH CEMENT WHICH COULD NOT BE IMPROVED BY CARPETING IN THE AISLES ALTHOUGH IT SHOULD BE USED ON PLATFORMS. THE SIDE OF THE BUILDING CLOSER TO THE CENTRAL STRUCTURE IS ALL GLASS SO WE WILL HAVE TO CONSIDER DRAPERIES OR USING DOUBLEFACED PANELLING WITH A DESIGN ON THAT ENTIRE LENGTH. THE EXTERIOR OF THE BUILDING IS PAINT SPLASHED, HAD PEELING PAINT IN SPOTS AND THE EDIFICE ITSELF BACKS UP TO THE AREA WHERE A MOUNTAIN OF SHIPPING CRATES AND DEBRIS IS ACCUMULATED. I SHALL BE SENDING IN PHOTOGRAPHS TO PROPERLY PORTRAY THE SCENE.

5. FREIGHT FORWARDING - I HAD A MEETING ON THE SUBJECT AND FIND THAT ROMTRANS IS NOW WORKING IN PARTNERSHIP (?) WITH SCHENKER NEW YORK AND WOULD OF COURSE LIKE TO SEE US TURN OVER EVERYTHING TO SCHENKER IN THAT CITY TO SIMPLIFY INBOUND AND OUT-BOUND HANDLING. I HAVE DESCRIBED OUR MODUS OPERANDI AND WAS CONFRONTED WITH THE DEMAND THAT OUR EXHIBITORS OR OURSELVES MAKE CASH DEPOSITS COVERING ALL EXPENSES AND THIS I DID NOT ACCEPT. I HAVE AN AGREEMENT FROM ROMTRANS THAT IF SCHENKER-

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DUESSELDORF WILL GIVE THEM SOME COMMITMENT IN THE NATURE OF A GUARANTEE, SUCH AS IN 1973, WE CAN OBIATE THE DEPOSIT AND FUNCTION FAIRLY NORMALLY. I HAVE SENT A CABLE TO SCHENKER IN DUESSELDORF ATTEMPTING TO ARRANGE FOR THESE GUARANTEES. ALTHOUGH THIS WAS DONE AT NO COST TO US IN 1973, I MIGHT ASSUME THAT SCHENKER MAY ASSIGN SOME VALUE TO THIS SERVICE SINCE THEY HAVE NO WAY OF BENEFITTING, EXCEPT POSSIBLY THROUGH ROMTRANS FOR ANY FREIGHT FORWARDING REVENUE.

6. OFFICE SPACE - THERE IS NO OFFICE SPACE AT THE EMBASSY AND NONE AT THE FAIRGROUND UNTIL SEPTEMBER 23. I GAVE UP MY HOTEL ROOM AND TOOK PART OF AN APARTMENT, IN WHICH I PAY THE NATIONAL TOURIST OFFICE FOR MY BEDROOM, AND I RENT FROM THE OWNER ON A DIRECT BASIS ANOTHER ROOM ABOUT NINE BY NINE IN WHICH I HAVE CARTONS STORED ALL OVER THE FLOOR AND ON A DAY BED WHICH IS PART OF THE PERMANENT FIXTURES. THERE IS NO SPACE FOR OFFICE FURNITURE, IF IT WERE AVAILABLE, SO TYPING IS DONE WHEREVER SPACE PERMITS. THIS SETUP WAS DICTATED BY EXPEDIENCY SINCE I HAD TO START OPERATIONS AND COULD NOT MYSELF START GOING OUT ON THE ECONOMY LOOKING FOR PROPER SPACE AT THIS LATE DATE. IT WILL I AM SURE BE IMPOSSIBLE FOR FRANZINI TO WORK HERE SINCE WE COULD NOT KEEP A LOCK CABINET AND WE SHALL HAVE TO WORK OUT SOMETHING WHEN SHE ARRIVES.

7. KEY PROSPECT CALLS - IT HAD ONLY BEEN POSSIBLE FOR ME TO CONTACT THREE FOREIGN TRADE ORGANIZATIONS. THIS WAS THE EXTENT OF APPOINTMENTS MADE AND ALSO I HAVE SEEMINGLY BEEN IN PERMANENT ORBIT SINCE ARRIVAL. HOPEFULLY I CAN START ON THE BASIS OF ABOUT THREE CALLS PER DAY UNTIL ALL OF THEM HAVE BEEN VISITED SO THAT WE HAVE SOME NEW INPUTS FOR OUR LIST-BUILDING. WITHOUT AN AA AND NO DO UNTIL SEPTEMBER 28, MY TIME WILL PRINCIPALLY BE TAKEN IN PUTTING OUT FIRES SO THE REAL BULK OF THE CALLS WILL FALL TO DICK BELL.

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P R 050844Z AUG 74

FM AMEMBASSY BUCHAREST

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 9570

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8. TRANSPORTATION - MY OFFICE IS A MEASURED TWENTY MINUTE WALK FROM THE OFFICE AND THERE IS NO PRACTICAL OTHER WAY TO GET

TO THE EMBASSY SHORT OF OUR OWN TRANSPORTATION. ALSO CABS SEEMINGLY CAN ONLY BE LOCATED AT THE INTERCONTINENTAL, AND FOR THE FAIRGROUNDS WHICH INCLUDES ROMTRANS AGAIN WE ARE FACED WITH NO TRANSPORT. I HAVE WAITED AS LONG AS AN HOUR TRYING TO USE THE OVER-CROWDED BUS SYSTEM AND THIS WILL NOT SERVE. THE ADVERTISED RATE FOR CAR RENTAL - A SMALL NATIONAL CAR - IS \$205 PER MONTH, PLUS \$85 DEPOSIT AND 10 CENTS PER MILE, BUT WHEN I WENT TO THE AGENCY THEY SAY THE MINIMUM IS NOW \$10.20 PER DAY, \$85 DEPOSIT AND 16 CENTS PER MILE. FURTHER THEY INDICATED THAT THIS WOULD HAVE TO BE PAID IN HARD CURRENCY WHICH OF COURSE I CANNOT PAY. EVERYTHING WE TOUCH CALLS FOR HARD CURRENCY AND ONCE OUR TRAVEL ADVANCE IS DEPLETED WE ARE FINISHED. PERSONAL DOLLAR CHECKS CAN BE CASHED AT THE EMBASSY BUT ONLY FOR LEI SO HOW WE ARE GOING TO MEET THESE HARD CURRENCY PAYMENTS WILL BE THE MAJOR CONCERN FOR FRANZINI. OF MY OWN TRAVEL ADVANCE I HAD TO PAY \$91 OVERWEIGHT FOR THE DRAWINGS AND DOCUMENTS FOR THE THREE SHOWS, MY AIR AND BUS FARE TO AND FROM ZAGREB AND NEXT WEEK MY AIR FARE TO AND FROM VIENNA. MY ROOM WILL HAVE TO BE PAID IN DOLLARS AND IT APPEARS VIRTUALLY EVERYTHING ELSE. CAR RENTAL ABSOLUTELY IMPERATIVE BY SEPTEMBER 1.

9. PRINTING PACKAGE - I LEFT MOST OF THE ITEMS WITH THE PRINTERS ON MY WAY THROUGH VIENNA AND THIS I SHALL PROOF AND GIVE THE PRINTER IN FINAL FORM THE EXPANDED FLYER. REFERENCE UNCLASSIFIED UNCLASSIFIED

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BUCHAREST 3228 REPEAT FLYER CLOSES AUGUST 7 IN BUCHAREST. REQUEST YOU CABLE OR TELEX COMPLETE LIST OF PARTICIPANTS WITH EXHIBITORS USING SHORT NAMES FOR IDENTIFICATION. REQUIRE DECISION ON SPERRY-UNIVAC, THERMO ELECTRON, FOXBORO, STEARNS. INFORM ADAMS FAIR AUTHORITIES WANT BOOTH LOCATIONS BY NUMBER SOONEST POSSIBLE.

10. DUSEX LEAVING FOR VIENNA AFTERNOON EIGHTH AND RETURNING BUCHAREST

TENTH OR ELEVENTH. CONTACT IF REQUIRED THROUGH EWTC WHO HAVE DONE ONE FANTASTIC JOB IN SUPPORT OF BRNO AND BUCHAREST EVENTS. BARNES

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